

Program Highlights

- Understand and utilize workplace communication skills
- Exciting performance driving seminar everyone can enjoy
- Provide insight into team performance and potentials



Utilize the DISC Platform to:

- Understand your behavioral style
- Recognize style of others
- Adapt and blend styles to improve communication

Use Team Drive to:

- Experience a team building event with a message
- Reward staff while developing usable communication skills
- Build relationships through an action experience

Who is Team Drive?

Team Drive is a program developed by the melding of motorsports professionals and corporate training experts. The pairing of FX Racing USA and the Whetstone Group brings the exacting performance demands of motorsports to business.

FX Communications is a subsidiary of FX Racing USA, a professional motorsports organization with competition roots that spans 12 countries worldwide. The group has programs ranging from grassroots driver training to marketing projects with global automotive manufacturers.

www.fxracingsusa.com

The Whetstone Group is a sales force development firm that has a wide variety of clients in over one hundred industries. The majority of Whetstone's clients are involved in complex, relationship sales, in which trust and confidence with the client is of key importance.

www.whetstonegroup.com



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TEAM DRIVE

COMMUNICATION + COMPETITION



Develop Workplace Communication Skills Through Driving

Practical team building to improve communication and enhance sales techniques.



What is Team Drive?

FX Communications, in association with the Whetstone Group, has developed an exciting corporate team building training seminar to enhance communication skills in the work place. Using personality-identifying traits based on DISC, TEAM DRIVE incorporates the thrill of motorsports competition while delivering a message that is usable by everyone in the work place.

In a 4-hour session, attendees split time between the classroom and on track racing high-performance karts. In the classroom sessions, attendees work with the four distinct personality types identified with DISC, developing the communication skills needed to work with each. As a personality trait revealing exercise, but most importantly fun, attendees compete in a grand prix event.

The group reconvenes in the classroom to discuss the lessons learned from the exercise and how to apply them to the workplace. Everyone can benefit from improved communication skills and everyone can relate to driving a car. Build relevant skills, and have fun while doing it!

What is DISC?

DISC is the universal language of behaviors and emotions. It's the language of how we act or our behavior. Research has consistently shown that behavioral characteristics can be grouped together into four quadrants, or styles. People tend to exhibit specific types of behavior common to that style. The DISC model merely analyzes behavioral style; that is, a person's manner of doing things.

TEAM DRIVE utilizes the computer based DISC assessment established by TTI. An efficient online test systematically and accurately identifies behavior styles with a comprehensive analysis to help attendees understand the strengths and opportunities of their communication style and their teammate's.

D – Dominance

How you handle problems and challenges

I – Influence

How you handle people and influence others

S – Steadiness

How you handle change and how you pace yourself

C – Compliance

How you handle rules and procedures set by others



Why Performance Driving?

Motorsports is a results driven business. Motorsports professionals demand excellence in all facets of operation and are challenged to meet deadlines daily – the same holds true for drivers.

Performance driving is a learned skill that requires great attention to details. Learning the methodology and skills of performance driving directly relates to tasks in the work place while revealing behavior characteristics.

In a fun exercise that everyone can relate to, TEAM DRIVE reveals behaviors through driving and identifies how to use the skill in the work place.



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